3:James T-5 (ca. 1900) 1903
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Havasupai

for more than one thing at a time. If you wish to buy six articles from the same Indian, you cannot pay a lump sum for the six. Each one must be traded and paid for separately. 437

In most things there is no fixed standard of price. Fictitious values are placed upon articles of no value whatever, but to which the Indian mind has attached singular virtue and importance. On the other hand baskets, which require days to manufacture, taking no account of the time and arduous labor expended in gathering the materials, dyes, etc., for that purpose, are sold at varying prices, but nearly always far too low to begin to compensate them for the efforts expended. 435

Yet they are keen traders in their way. "What can I get out of him?" is the normal attitude of mind, and the price is made to correspond to what the seller imagines is the ability of your pocket.

In dealing with them, I adopted the plan years ago, as a fixed rule, from which I seldom deviate, to state a figure I will give for things offered to me, and that sum, no more, no less, is what I will pay. They soon learn this, and, though at times it seems to be a disadvantage, it gains the confidence of the Indian and he will the more readily trade with me. 437

I once excited the hearty laughter and some scorn of the Havasupais by buying a lot of old baskets, blankets, etc., that they had long deemed of no value. I was seeking their older styles of work and urged them to bring me "any old trash" they had discarded. The usual crowd assembled around my camp, and, as each specimen of dilapidation was half-shamefacedly revealed a shout of laughter arose, directed partially at the would-be seller for her temerity in supposing that such rubbish